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# Increased Importance of Entrepreneurship from Entrepreneurship to Techno-Entrepreneurship (Startup): Provided Supports and Conveniences to Techno-Entrepreneurs in Turkey

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## Abstract

The entrepreneurial potential a state owned has been seen as driving power on development of that state in the business administration literature for a long time. Pursuing incentive policies of the state in people who have entrepreneurial spirit to take risk makes the work easier. It is obvious that big businesses that direct its sector have grown with the state support in developed countries. Provided supports, exemptions, exceptions and reductions to the entrepreneurs by state make entrepreneurial spirit sustainable. In this study, especially the importance of businesses which are defined as start-up for Turkey will be emphasized. Start-up businesses will be described as techno-entrepreneurship and the provided supports will be discussed.

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**Keywords:** KOSGEB; Entrepreneur; Techno-Entrepreneurship (startup); State Support; Grant

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## 1. Introduction

The entrepreneurship that has gained importance in the west from the middle of last century is a cultural fact. Existence of the entrepreneurial spirit has a facilitator role in development of countries. It can be said that there has been serious mobility about entrepreneurship in Turkey from 1980s. Many foundations provide financial and

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technical supports to entrepreneurs in Turkey. It is necessary that first of all entrepreneurs should be informed about supports and conveniences the state provides. Moreover, Small and Medium Industry Development Organization (KOSGEB) that was established in 1990, and local technology development areas form basis for the entrepreneurship. Technopark and similar implementations form synergy for growth and progress of the entrepreneurs. Technology bases that are concrete indicator of the industry and university collaboration appear before us as centers where product / service with high added value aroused.

Universities are financed by the state in Turkey. Research and development infrastructures of universities and opportunities of private sector should be directed to the entrepreneurship. Effort in question will increase the competitiveness of parties. Knowledge, use of intensive technologies will provide bringing product and services with high added value in the economy. It is necessary to commercialize the technical knowledge, to increase productivity, to reduce production costs, to support technology-intensive production and entrepreneurship. It should be helped to small and medium sized enterprises (SMEs) to accommodate to new and advanced technologies. For example; investment opportunities for technology-intensive areas should be provided within the framework of decisions of the Supreme Council for Science and Technology. By creating business opportunity to investigative and skilled persons technology transfer can be eased. By this means, inflow of foreign capital that will provide advanced technology can be speeded up.

The infrastructure of university – industry collaboration should be formed by state. Technoparks and similar areas where universities that are focal point of the knowledge and enterprises that are driving power of economic development meet should be extended. By examining examples in the world, their numbers in Turkey should be increased. By constituting necessary legal regulations, works of the parties should be eased. It is hard to say that despite the entrepreneurial potential, the desired success was attained in Turkey. The fact that enterprises keep universities, and academicians keep industry at a distance makes the collaboration difficult. Legal infrastructure and capital transfer are not sufficient on this matter. While progressing of the New York-centric “Silicon Alley” practice alternative to Silicon Valley in the USA in the world, work of Turkey and similar countries seems hard.

In this study theoretically technological dimension of the entrepreneurship is discussed. Role of the public support to entrepreneurship is investigated. Technopark and KOSGEB supports are discussed. By examining provided support and conveniences to the entrepreneurs, answer is searched for how more it can be brought into forefront questions.

## 2. Enterprise and Entrepreneurship Concepts

Culture of entrepreneurship forms an important infrastructure in developments of states. Impact of the entrepreneurial spirit in the course of development of many countries cannot be denied. We can scrutinize the entrepreneurship concept in the axis of process and who does the activity along with different definitions.

### 2.1. Enterprise

The word of enterprise is defined in Turkish Language Association Dictionary as taking up a business, attempt, as economic term, taking up a business in a planned way ([http://www.tdk.gov.tr/index.php?option=com\\_bts&arama=kelime&guid=TDK.GTS.5526cf5f682300.82942093](http://www.tdk.gov.tr/index.php?option=com_bts&arama=kelime&guid=TDK.GTS.5526cf5f682300.82942093)). The word of “enterprise” is defined in English as: A work organization; a difficult activity or project that requires participation of large number of people; desire of dangerous and difficult things or ability to solve problems through new ways (<http://www.merriam-webster.com/dictionary/enterprise>). The origin of entrepreneur concept is a statement has been used for many years in literature. Its root dates back till the Medieval. At those times, it was used as equivalent of *to undertake* statement with the *entreprendre* word. It is based on a military term. The term of entrepreneur means 17<sup>th</sup>. It was used as French military term in the 17<sup>th</sup> century. The entrepreneur that gained meaning in the shape of entrepreneur word; was used for those who guide to military units, assume the responsibility. In the business world, it has been started to use in 18<sup>th</sup> century in France by Irish *Richard Cantillon*. People known as Entrepreneur that is equivalent of this concept

entered into the business world; have guided to institutions, societies and humanity. Entrepreneur stems from the root of *intare* in Latin. In English it is stated by the *entrepreneur* word that is combination of *enter* and *pre* words. At the present day the entrepreneur is used for those who assume, and are capable of trading (Marangoz, 2013; 1-2). In Turkey, words of entrepreneur, entrepreneurship, enterprise, and entrepreneur are usually used interchangeably. The concept of entrepreneur is also used in the meaning of business with the concept of enterprise (Küçük, 2013; 25).

In today's world, the country where entrepreneur concept is at the highest level is the USA. In many cases, development of US economy warms up through all new industrials, new growing and rising companies. Here, risk investors undertake the leadership role when the economy goes well or bad, by consistently financing and determining thoughts only which have transformative potential. It has been proved that enterprise is a predominant mechanism where distribution of capital can be made by turning swiftly towards the most promising and advancing technologies and industries that may be an opportunity in future. Through this mechanism, brilliant ideas, which have not been brought into action yet, are supported by financing the project or methods, and by providing the sustainability, it provides business and economic value for millions of people (Heesen, 2011: 1).

The term of enterprise with regard to the legislation of European Union has been defined as serving to purpose of the antitrust act, and by ignoring its legal status and how it has been funded. All kinds of legal entity that include activities consisting of goods and service presentation, and that are engaged in an economic activity in a certain market are characterized as entrepreneur. To be considered as an enterprise of an activity, there is no need it to seek profit. Moreover, public institutions are not also excluded. Concerning enterprise, while mentioning unifications, it is mentioned direct participants that are subject to a merger or to be seized of the control. (<http://www.hiz.hr/icttrain/tr/trainings/03/08.html>). Enterprise is the concept states business or risk which is endangering of gains commercial or can be risked in the hope of profit. (<http://dictionary.reference.com/browse/venture>). In conclusion enterprise is: *The organization and process of gaining a large number of business, income and economic value, by risking available present gain, and by providing finance, support, and sustainability for brilliant ideas that have not been brought into action yet.*

## 2.2. Entrepreneurship

Jean Babbiste Say used the concept of entrepreneurship in the economic literature in the mean we use today. According to Say, entrepreneur is the one who produces needed goods by bringing all production factors together and undertakes the risk for the profit it will gain in return. Say wrote in his work named as "A Treatise on Political Economy" (1803) that the profit entrepreneur gained and the profit of the capital are apart from each other. French economist Nicolas Baudeau stated that the entrepreneur represent an innovative person who aims maximum profit with cost minimization by making various innovations. Australian economist and political scientist Schumpeter laid stress on the innovative characteristic of the entrepreneur in his re-published work in 1934 named as The Theory of Economic Development (Çiftçi et al, 2014: 77).

Entrepreneurship is a sociological concept that provides idle resources to participate in society and economy. Development of democracy phenomenon of society is provided through diffusion of entrepreneurship culture. As a result of rationally using of resources, social peace is clinched. With entrepreneurship middle class gets strong, unemployment reduces through development of employment area, and technology improves and becomes widespread. The more the entrepreneurship culture is common in the society, the less unemployment occurs. Likewise a heart in the circulatory system that one of human life systems, constantly a new energy is pumped to the social structure that one of life systems of the society (İlhan, 2005: 218).

The entrepreneurship concept pursues the goal of organizing with the purposes of creating an organization, getting resources and capital, and forming the organizational structure. The entrepreneurship work starts with objective of organization, in the end reaches the organizational structure or ends as the result of inability to complete its formation. The persons who called entrepreneur identify the opportunities individually or as a team, propound the

conditions, and provide sustainability of the establishment by forming organization within available opportunities (Yılmaz, 2014: 299). In light of all these explanations, what are the factors that make a beginning with the entrepreneurial motive? The entrepreneurship is a statement of different extraordinary abilities and talents, and which includes many different ways. (Kohlert, Fadaï and Sachs, 2013; 4). After these explanations it can be looked at the course of development of the entrepreneurship adventure from past to today.

### *2.2.1. Family Corporations*

Each enterprise is the product of an individual effort at the beginning and usually starts as family business. As it grows, it turns into Family Corporation. Family Corporation is a synonym concept to the entrepreneurship in one sense. It means that an entrepreneur or entrepreneurial group come together around an idea, and organize their existence around progress of this idea. First goal is survival and not being died out of the corporation. All efforts are made for growth of the corporation (İlter, 2001: 5).

### *2.2.2. Small and Medium Sized Enterprises (SMEs)*

Until the businesses found meaning in the person of entrepreneur reach a certain scale, they are described as SME. It has been defined in paragraph b of 4<sup>th</sup> article of Regulations on Definition, Qualifications and Classification of Small and Medium Sized Enterprises. According to the definition, economic units or enterprises have to be in the following conditions.

- Less than two hundred and fifty persons have to be employed yearly.
- Any of annual net sale revenue or financial balance sheet must not exceed forty million Turkish Liras.

The classification made according to 5<sup>th</sup> article of the same regulation is as follows: micro-enterprise (less than 10 employee), small enterprise (less than 50 employee), and medium sized enterprise (less than 250 employee).

The most important problem facing SMEs is growth and institutionalization. There are some points for SMEs, which achieved to grow, to take into consideration. Entrepreneurs should provide survival and progress of the organization. For enterprise to be able to maintain its life, the administration should discharge its responsibilities, act in accordance with suitability of the property (Beayer and Jennings, 2005: 11). The entrepreneur should administer the change.

### *2.2.3. Innovative and Technology-Oriented Corporations*

With reference to the 7<sup>th</sup> paragraph of 4<sup>th</sup> article of the Law on Support of Research and Development Activities number 5746, Regulation on the Scientific and Technological Research Council of Turkey Technology and Innovation Support Program has been published. Within the frame of the Regulation, principles of the innovative and technology-oriented corporations were drawn. Within the frame of the principles, there is 1508 coded TUBITAK Technology and Innovation-Oriented Initiatives Support Program (TUBITAK, the Scientific and Technological Research Council of Turkey). According to 2<sup>nd</sup> article of TUBITAK Technology and Innovation-Oriented Initiatives Support Program Code of Practice that is the basis of the program: “*They are the R&D-qualified projects they conduct in the areas of developing of a new product or new production technologies, and establishments where they conduct these projects within the frame of innovation definition of entrepreneurs*”.

### *2.2.4. Startup and Technology-Oriented Corporations*

Steve Blank, who experienced processes of the startup corporation in 8 high technology corporations during 21 years by starting from the process of existence of Silicon Valley in 1978, defined the startup corporations in his works (<http://steveblank.com/about/>). He writes that they have seen as only small versions of a large corporation for years. At the same time, they have seen as beginning of an impermanent organization designed to find a repeatable

and scalable business model. Within the frame of the present definitions, in short, *startup* is “a new enterprise, or a new department or business unit in an existing corporation” (Blank, 2012). In our day, the average business life gradually decreased. Continuing of enterprises their existence after 5 years in average occurs by way of purchasing company or merger.

### 2.3. From New Entrepreneurship to Techno-Entrepreneurship

According to Kırım (2010), the source of employment and economic growth is new entrepreneurship. Startups assumed as new enterprise are predominantly stated as techno-entrepreneurship in official records. Techno-enterprises are technology-oriented and high growth-paced enterprises. For example according to the statistics of USA Census Bureau, big part of net employment in the country in 25 years period between 1980-2005 came from corporations that are younger than 5 years. It is estimated that if there had not been new entrepreneurial corporations called as “*start-up*”, the same term employment increase would be negative. Also Israel, India, China, Singapore and New Zealand samples have similar results. Innovation and new entrepreneurship are factors that increase the employment and growth (Kırım, 2010: 18).

In Turkish, even if the concept of *new enterprise* (Sen, ?) is accepted as the equivalent to the concept of “startup”, using of *technoenterprise* concept will be more distinguishable. Because, when called *new entrepreneur*, it is mostly understood as an entrepreneur who newly started a business in any sector. However, startups are firms of knowledge society consisting of the last innovation and technology-oriented, knowledge-intensive employees. We can define techno-enterprise, by considering the literature and relevant legislation, as: “enterprises whose technology and innovation-oriented business ideas are within a work plan, which are high added value, have the potential of creating qualified employment, and capable to save three-five times more of the investment in a couple of years”.

### 3. Technoparks and Exemptions and Supports for Entrepreneurs

The most important grounds of techno-enterprise are technoparks. Its legal base in our country is the Technology Development Zones Law number 4691. It is usually stated as Science Park or Techno Park in the world. Only in Japan it is called as technocity. The reason is it is composed of unification of more than one technoparks. There are places in Turkey that are used with technocity name. The most developed science park is Silicon Valley (Pala, 2014). Silicon Valley is the region around San Francisco gulf or in other words the region where San Francisco and southern cities place in the west of USA. Silicon Valley is not an enclosed or entrance-exit certain area. So, it gives a different view from the technoparks in Turkey. Twitter is in San Francisco, Facebook is in Menlo Park, Google is in Mountain View, Zynga is in San Francisco, Apple is in Cupertino, Stanford University and many other investment companies are in Palo Alto (Ünsal, ? : 10).

A university research park, science park, or science and technology park are an area which is administered as designed to encourage the innovation. *Science Parks* is an obligatory need for all educational institutions that aim to set their brains into motion for a brilliant future, an association inseparable with the school. With supports of municipalities, district governorships, and nongovernmental organizations beside the educational institutions Science Parks in different sizes are established in cities and towns (<http://www.bilimstore.com/bilimparksciencepark>).

Social capital that technology-based firms formed and works that develop resources will gain favor for them are insufficient. The social capital of technology-based firms in closed networks states an important research area especially within the frame of *science and technology parks* (STP). STP are places which provide information exchange between firms and which established to encourage close social interactions. STP can be defined as an organization where the knowledge intensifies and has resource allocation, and which has administration centralization featured ground. Although they are not a model completely understood, STP are places that have necessary minimum standards due to being a knowledge set (Aslan, 2014: 3).

Technocities are places which are called as a system that provides the university and industry collaboration by coming together of big and small corporations, new entrepreneurs and academic staff in a living and residential place provide a well-designed suitable work environment for new idea and invention owners to be successful. Moreover, it can be described also as a tool for relaying developments and inventions in science and technology fields to the industrial area through entrepreneurs and scientists. (<http://www.momentexpo.com/> turkiyedeki teknokentlerdeneleryapiliyor). There are many synonym concepts such as universiResearch Park, Science Park, Technology Park, technocity, and biopark.

Table 1. Support and Incentives Towards SMEs in Turkey

Support Group	Supports	Relevant Institution
Support of R&D and Innovation (Technoenterprise)	• Santez Supports Project	• Ministry of Science, Industry and Technology ( <a href="http://www.sanayi.gov.tr/">http://www.sanayi.gov.tr/</a> )
	• Technology Development Zones Law	• Ministry of Science, Industry and Technology ( <a href="http://www.sanayi.gov.tr/">http://www.sanayi.gov.tr/</a> ) / Ministry of Finance ( <a href="https://www.maliye.gov.tr/Sayfalar/AnaSayfa.aspx">https://www.maliye.gov.tr/Sayfalar/AnaSayfa.aspx</a> )
	• Technoenterprise Capital Program	• Ministry of Science, Industry and Technology ( <a href="http://www.sanayi.gov.tr/">http://www.sanayi.gov.tr/</a> )
	• SME R&D Startup Support Program	• TÜBİTAK ( <a href="http://www.tubitak.gov.tr/">http://www.tubitak.gov.tr/</a> )
	• Pre-Incubation Supports	• TTGV ( <a href="http://www.ttg.gov.tr/tr">http://www.ttg.gov.tr/tr</a> )
	• Joint Technology Development Projects	• TTGV ( <a href="http://www.ttg.gov.tr/tr">http://www.ttg.gov.tr/tr</a> )
	• R&D and Innovation Project Supports	• KOSGEB ( <a href="http://www.kosgeb.gov.tr/Pages/UI/Default.aspx">http://www.kosgeb.gov.tr/Pages/UI/Default.aspx</a> )

(Maden, Dulupçu &amp; Sungur, 2014: 103)

Renewable energy, computer software and business model applications (facebook, eBay, Skype, ICQ, etc.), bio-technology, innovative medicine, electronic, telecommunication, new generation supplying have an important place in the world. These areas that became passion of the world, and derivative and neighbor areas of those will be areas that positively influence employment and growth of our country in the new period. Constantly keeping alive and being supported by the state of the content of the incentive program that will provide new entrepreneurship to reach the certain success is compulsory (Kırım 2010: 17). Supports towards techno entrepreneurs that are one of SMEs and supporting establishments can be seen in the Table 1. The needed thing is *new entrepreneurs* in these areas. Public opinion should be formed about the importance of techno entrepreneurship through Media and Nongovernmental Organizations (NGO).

Pursuing of states encouraging policies in risk undertaking of people who have entrepreneurial spirit makes the work easier. According to results of index Global Entrepreneurship Monitor – GEM made towards 2013, Turkey has entrepreneurial potential above the world average and developed countries average. (<http://www.blogteb.com/turkiye%E2%80%99de-girisimcilik-potansiyeli-yukseliyor/>). 32 % of Turkish population plan to start business in three years. Entrepreneurship is seen as career by the young. This potential should be correctly directed and supported. When considered the situation in terms of our country, many establishments provide technical support for the entrepreneurs about what can be done with regard to small and medium sized enterprises. The entrepreneurs should learn technical aspects well and benefit from the supports and conveniences the state provides. The most suitable places for entrepreneurs to form basis are technology development zones. The infrastructure technoparks have should be used as a development tool. Within the process, by increasing the industry and university collaboration, country resources can be used in a scientific way. The opportunity for person or businesses that are technoentrepreneurs to convert their resources into product and service can be rose. It is required for techno entrepreneurs to examine support and exemptions provided by the law-maker, and prepare business plan within this frame. There are many studies that SME supports are made towards employment growth. For example, in



a study made between 1991- 1995 in Ireland, an increase in employment between 10% and 20% has been observed (Maden, Dulupçu & Sungur, 2014: 106).

### *3.1. Supports and Exemptions in Technoparks*

Conveniences provided to administrative corporation that is in the main business position in center of technoparks provide benefits to businesses that operate in Technology Development Zones (TDZ). Part of expenses that cannot be covered by the administrative corporation, can be covered, on condition being limited, with an allocation is put into the budget of the Ministry of Science, Industry, and Technology (MSIT) with the purpose of help. The expenses can be covered have been alined below.

- Construction of required infrastructure, administrative building and pre-incubation center for establishment of TDZ,

- Expenses about technology transfer office services, technology collaboration programs and pre-incubation programs conducted or will be conducted by the administrative corporation towards supporting Research and Development (R&D) and innovation activities.

Businesses can made the investment for producing the technological product they got as result of R&D projects they started and ended in TDZ, within the TDZ, on condition of approval of the administrative corporation and allowance of the MSIT (Ministry of Science, Industry and Technology). The production permit documents of the technological product that subjected to investment in question are primarily given by the relevant institution and organization by receiving opinion of the MSIT. Activities relating to the investments are followed separately from R&D activities of the investor businesses they conduct in TDZ in the books must be kept in accordance with the Tax Procedure Law. Due to investments, in gains will be gotten from personnel working in TDZ and its investments; they are taxed in accordance with principles business and personnel that carry on a business out of TDZ are dependent on.

The administrative corporation is exempted from stamp tax and fee due to transactions made and sheets regulated concerning the implementation of TDZL (Technology Development Zones Law). Wastewater fee is not no more taken from TDZ that operates wastewater treatment plant by municipalities.

Procedures and principles concerning implementation of 8<sup>th</sup> article of the TDZL are determined through Technology Development Zones Governing Regulations that is prepared by MSIT, by receiving suitable opinion of the Ministry of Finance.

### *3.2. Provided Supports and Exemptions for Entrepreneurs*

A part of support and exemptions of entrepreneurs that will provide benefit while preparing business plan or in activity, especially in parts for techno enterprise has been alined below. There are many support and conveniences in market conditions. In this study, it has been given place to support and conveniences that are thought as they will be more effective regarding to technoentrepreneurs.

#### *3.2.1. Supports*

Support programs of many establishments from TUBITAK to the Development Agencies are in question. Big opportunities are presented especially to technoentrepreneurs. Sufficient capital that will cover the costs can be provided for the new successful corporations. Entrepreneurs can raise funds from fees and similar supports, instead of borrowing from traditional banks. This kind of financing resource requires justifiable business plans. (Bouma, Durham & Goddik, 2014: 3972). The modeled business plan should include net answers about production and marketing. Technoentrepreneurs need for non-traditional financial resources. Some legal regulations concerning support-purposed financial resources provided for these are alined below.

#### -Investment Supports

Regulation on Technical Products Investment Support Program and Notification on the Implementation of the Decision on the State Assistance for Investment (Notification No: 2012/1) are some of important regulations that provide investment support.

#### -KOSGEB Supports

SMEs Project Support Program, Thematic Project Support Program, Cooperating-Leaguings Support Program, R&D, Innovation and Industrial Application Support Program, General Support Program, Entrepreneur Support Program are programs are in the official page of KOSGEB (<http://www.kosgeb.gov.tr/pages/ui/destekler.aspx?ref=6>). Moreover, Emerging Enterprises Market SMEs Support Program, loan interest support, and supports on laboratorial services are also in question.

### 3.2.2. Exemptions, Exceptions and Reductions

There are various exemptions, exceptions and reductions for entrepreneurs in the regulation. Tax exemptions, exceptions and reductions are made with regulations below.

#### -Corporate Tax

There are exemptions, exceptions and reductions of Corporate Tax Law no. 5520 concerning research and development, stock companies and foundations.

#### -Income Tax

One of laws that make mention of the exemptions is the Income Tax Law no.193. There are articles concerning research and development activities, stock companies and foundations in the Law.

#### -Stamp Tax

Another law that includes the exceptions is the Stamp Tax Law no. 488.

#### -Procedures and Principles Related to Tax Exemption Recognition to Institutions and Organizations in Scientific Research and Development Activities and Foundations Established According to the Turkish Civil Code Provisions

It has given right to tax exemption for stock companies doing scientific and development and foundations, in consumption of income close to 100%, through the published regulation with the Official Gazette no 20434. It is Procedures and Principles Related to Tax Exemption Recognition to Institutions and Organizations in Scientific Research and Development Activities and Foundations Established According to the Turkish Civil Code Provisions. 3th article of the Regulation has the provision below.



*“Article 3- Foundations and institutions and organizations doing scientific research and development which want to benefit from the tax exemption appeal to Ministry of Finance and Customs by adding their bill or contracts to a petition. After Ministry of Finance and Customs provides the required availability within the frame of conditions in this Principles, it sends opinions of the relevant organizations, the report of central control member and a copy of the bill or contract and also by determining its own opinion to the Prime Ministry to be taken decision of tax exemption from the Council of Ministers.”*

### 3.3. Reductions Related to Grants and Aids

According to 4<sup>th</sup> paragraph of 89<sup>th</sup> article of the Income Tax Law, grants and aids done against receipt can be reduced from incomes that will be stated in the income tax return, in determining the income tax base. The reduction to be done the annual total cannot exceed 5% (10% for prior regions in development) of the income to be declared. The organizations to be done grant and aid are stated below.

- To general and special budgeted public administration,
- To special provincial administrations
- To municipalities
- To villages
- To public interest associations
- To foundations granted tax exemption by the Council of Ministers.

Moreover, according to c subparagraph of the 1<sup>st</sup> paragraph of 10<sup>th</sup> article of the Corporate Tax Law, total of grant and aids done against receipt can be determined with the purpose of reduction from tax. The part of determined grant and aids till 5% of that year's corporate earnings can be used in the determining of corporate tax base. With the condition that it will be also shown on the corporate tax return, reduction can be done from the corporate earnings. Here, “institutions and organizations in the science research and development activity” have been additionally added to the organizations to be done grants, organizations in the income tax.

## 4. Conclusion

The entrepreneurial spirit is one of the important factors that will be able to find a solution to development and employment problems of countries. The public authority in Turkey should search for ways to provide much support and conveniences for technoentrepreneurs. Technology Development Zones should be made more usable for the entrepreneurs. Communication line between Technology Development Zones and Organized Industrial Zones should be held open constantly. The plan of Technology Development Zones should be made in Turkey. It should be gone more encouraging structuring for instructors to work in the Technology Development Zones. In universities, connection of students with the Technology Development Zones should be provided constantly. Pre-incubation centers in the Technology Development Zones should be made more active, consultancy service should be provided to firms.

Techno-enterprises should be supported by the knowledge, capital and local factors. Academic structure should support the knowledge, nongovernmental culture should support the capital, and local administrations should support local factors. If the knowledge, capital and local power meet with a sound infrastructure by organizing, the planned economic growth and employment increase can be provided. The mentorship service provided for SMEs should present continuity. The strategy pursued in grant and aids provided to techno-enterprises should be reviewed; instead of giving small supports to more businesses, providing bigger supports to high-potential enterprises can be more effective. It should be raised awareness of the entrepreneurs about the synergy that technocities provide. All kinds of legal regulations about the provided support and conveniences should be announced to those concerned at first hand.

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